

Message Text

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ACTION NEA-12

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UNCLSA KUWAIT 1282

BEIRUT FOR LEFEAVER

E.O. 11652: N/A

TAGS: BMEP KU

SUBJECT: CURTISS-WRIGHT AND DELEUW, CATHER CONTRACTS

REF: KUWAIT 1237

1. MAJOR CONTRACTS FOR AMERICAN COMPANIES REPORTED REFTEL HAVE NOW BEEN SIGNED AND MAY BE PUBLICIZED IN MANNER DESCRIBED PARA 5 REFTEL.

2. CURTISS WRIGHT LETTER OF INTENT WAS SIGNED APRIL 1. AMBASSADOR ATTENDED SIGNING CEREMONY WHERE MINISTER ELECTRICITY AND WATER ABDULLA AL-GHANIM NOTED THIS WAS FIRST TIME IN 23 YEARS GOK PURCHASING AMERICAN POWER EQUIPMENT AND HE EXPRESSED DESIRE TO WORK ON LONG TERM BASIS WITH AMERICAN COMPANIES. AT PARTY FOR WATER RESOURCES TRADE MISSION, MEW CHIEF ENGINEER TOLD EMBOFF HE EXPECTS CURTISS-WRIGHT TO BEGIN WORK IMMEDIATELY ON PROJECT WHICH SHOULD TAKE TWO YEARS TO COMPLETE.

3. MINISTER PUBLIC WORKS, HAMOOD AL-NISF SIGNED CONTRACT FOR KUWAIT EXPRESSWAYS SYSTEM APRIL 1. DELEUW, CATHER HAS BEEN AWARDED CONTRACT WORTH KD 3.14 MILLION (KD 1 - \$3.38). CONTRACT CALLS FOR DESIGN OF 47 KILOMETERS OF EXPRESSWAY WITH FOUR MAJOR AND SIXTEEN MINOR INTERCHANGES. EXPRESSWAY WILL BE CONSTRUCTED TO LATEST STANDARDS INCLUDING FULL LIGHTING, SURVEILLANCE

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SYSTEMS, METERED RAMPS, COMPUTER SIGNAL CONTROL, ETC. IN ADDITION,

DELEUW, CATHER EXPECTED TO SUPERVISE CONSTRUCTION OF PROJECT.
DESIGN PHASE IS 810 DAYS AND CONSTRUCTION SHOULD TAKE ANOTHER
THREE YEARS.

4. COMMENT: IN PUBLICIZING THESE CONTRACTS, WE BELIEVE STIFF
COMPETITION SHOULD BE NOTED AND FACT THAT COMPANIES WERE
FLEXIBLE AND IMAGINATIVE IN THEIR RESPONSE TO THE PECULIAR
REQUIREMENTS OF THE GOK SHOULD BE STRESSED SINCE THESE
WERE KEY FACTORS IN CURTISS WRIGHT AND DELEUW, CATHER WINNING
CONTRACTS. CURTISS WRIGHT PROPOSAL INCLUDES USE OF ROLLS ROYCE
ENGINES. WE NOTE SOPHISTICATED HIGHWAY EQUIPMENT TO BE USED ON
KUWAIT MOTORWAYS WILL PROVIDE EXCELLENT SALES OPPORTUNITY FOR
AMERICAN MANUFACTURERS OF THESE PRODUCTS.
STOLTZFUS

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